

Mitigo 3rd Party View

Mitigo Partners is offering a unique service to provide customers with unlimited access to outside expertise on every key IT deal – *while helping teams develop strong skills and lead effective negotiations*. The goal is to optimize all negotiations by providing on-call support, a 3rd party view, and advice for every step of the negotiation process.

Why is Mitigo 3rd Party View needed?

- ✔ Organizations benefit from an outside, experienced perspective when making new IT purchases and renewals.
- ✔ IT and procurement departments have limited resources to properly assess and negotiate *every* aspect of *every* deal.
- ✔ Mitigo Partners uses broad deal experience and a number of outside benchmark samples to set price and business targets.

How is the service different?

Mitigo 3rd Party View allows you to maintain ownership of the negotiation while leveraging outside expertise to:

- ✔ Assess each deal and mentor the team
- ✔ Set price targets based on benchmark data and leverage points
- ✔ Approach each important step of the negotiation with professional communications that work

How is it priced (based on annual revenue)?

- ✔ < \$1B revenue \$4,000 / month
- ✔ \$1B to \$5B revenue \$5,000 / month
- ✔ > \$5B revenue \$6,000 / month

Service terms:

- ✔ Unlimited phone and email support (4-hour response time)
- ✔ Billed on a monthly or quarterly basis
- ✔ Cancel with 90-day notice

Service Offerings	Planning and Preparation				Negotiation Support			Negotiation Execution	
Service Level	Deal Assessment	Price Setting	Weekly Calls	Savings Tracking	Negotiation Plan	Supplier Communications	Background Support	Negotiation Ownership	Deal Closure
Mitigo 3rd Party View	✔	✔	✔	✔		<i>Behind-the-scenes</i>	✔		
Full Negotiation Service	<i>Included for deals negotiated by Mitigo Partners</i>				✔	✔	✔	✔	✔